

Growth through Mergers and Acquisition

Merger Integration

Strategic Planning

01

Background & Opportunity

A major Seattle-based healthcare provider needed a strategy to stay competitive and position itself for growth. Bluehawk Consulting was asked to partner with the provider to grow market share and respond to the changing healthcare environment.

02

Challenges

- Working to drive synergy across acquired companies with unique cultures and corporate missions.
- Address performance issues with network providers.
- Focus on innovative healthcare solutions that can yield growth and profitability.

03

Solution

Bluehawk Consulting's solution was to help the provider acquire and integrate these entities by:

- Analyzing the markets to find a cost-efficient and strategic course of action.
- Developing an integration roadmap & synergy plan.
- Providing end-to-end support and help to integrate all affected groups.

04

Client Impact

- ✓ The combined entity continues to expand reach by adding new patients and exploring growth strategies.
- ✓ The new integrated care model makes it distinctive in the market place.
- ✓ The combined entity allows it to offer extremely competitive rates while still remaining profitable.